

**BEFORE THE
PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA
DOCKET NO. 2020-84-T**

IN RE:

Application of ABA Moving & Storage,
Inc. d/b/a Two Men and A Truck for a
Class E (Household Goods) Certificate
of Public Convenience and Necessity for
Operation of Motor Vehicle Carrier

**DIRECT TESTIMONY OF ALLISON
OMUNDSEN**

Q. PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.

A. My name is Allison Omundsen. My business address is 2410 Air Park Road, North
Charleston, South Carolina 29406.

Q. BY WHOM ARE YOU EMPLOYED AND IN WHAT CAPACITY?

A. I am the General Manager of ABA Moving & Storage, Inc. d/b/a Two Men and a Truck
d/b/a Two Men and a Truck ("ABA Moving").

**Q. PLEASE PROVIDE A SUMMARY OF YOUR BACKGROUND AND
EXPERIENCE.**

A. I started with Two Men and A Truck/Seminole County, FL in 2004 as a Customer
Service Representative. Since that time, I have worked in every department of Two Men
and A Truck/Seminole County, FL's day-to-day operations. Since 2010, I have been the
General Manager of Two Men and A Truck/Seminole County, FL, during which time the

1 company experienced steady and significant growth and profitability, along with a 98%
2 referral rates.

3 **Q: BRIEFLY DESCRIBE THE EXPERIENCE OF THE OTHER PRINCIPALS OF**
4 **ABA MOVING.**

5 A: As described in **Exhibit Two** of the Company's Application in this Docket, Brad Lehman
6 and Angela Lehman have owned and operated Two Men and a Truck franchises since
7 2002. These individuals have many years of experience in the moving industry, and
8 understand the marketing, accounting, and operations aspects of the moving business.

9
10 **Q. WHAT PROCESS WILL THE ABA MOVING FOLLOW IN ORDER TO HIRE**
11 **AND TRAIN ITS EMPLOYEES?**

12 A. At Two Men and A Truck, we implement an extensive training program in order to
13 ensure that employees have a complete understanding of the guidelines and standards we
14 expect them to follow. This training spans not only to ensure the safety of our employee,
15 but also to ensure the safety of our customer as well as our neighbors and friends sharing
16 the roadways with our moving trucks. We provide videos, bookwork, mock scenarios as
17 well as on the job training before an employee is "released". Everything from knee
18 bending to bloodborne pathogens is included during in an employee's orientation. Also
19 employees are subject to drug tests and criminal background checks. Even after an
20 employee is "released", training never ends. Employees get evaluations on a regular basis
21 and are also required to attend monthly safety meetings. And once hired, every effort is
22 made to retain employees. Those efforts range from referral programs, benefit packages
23 and company events just to name a few.

1 **Q. WHAT AUTHORITY IS ABA MOVING SEEKING IN THIS PROCEEDING?**

2 A. ABA Moving seeks authority to allow it to provide intrastate household goods moves
3 between points and places in South Carolina. I would like to incorporate by reference our
4 Application in this Docket into this Direct Testimony.

5
6 **Q. DOES ABA MOVING HOLD INTERSTATE AUTHORITY TO PROVIDE**
7 **HOUSEHOLD GOODS MOVES?**

8 A. Yes. Subsequent to the filing of the Application in this Docket, ABA Moving obtained
9 interstate authority to transport household goods. ABA Moving now has a USDOT
10 number of 3402685.

11
12 **Q. PLEASE DESCRIBE THE FINANCIAL CAPABILITY OF ABA MOVING TO**
13 **PROVIDE INTRASTATE MOVING SERVICES.**

14 A. As demonstrated in the Balance Sheet attached to the Application as **Exhibit Three**,
15 ABA Moving has sufficient financial resources in order to own and conduct moving
16 operations. In addition, the owners of ABA Moving have access to additional sources of
17 funding should additional resources be necessary.

18
19 **Q. DESCRIBE THE COMPANY'S PROPOSED OFFICE AND OPERATIONS.**

20 A. ABA Moving intends to operate the Charleston County office currently owned and
21 operated by Reliable Services Group, Inc. d/b/a Two Men and a Truck ("Reliable
22 Services Group"). Accordingly, ABA Moving is in the process of purchasing certain
23 equipment (including those vehicles listed in **Exhibit Five** of the Application) from

1 Reliable Services Group, and intends to employ those Reliable Services Group
2 employees located in Charleston County, SC. Currently there are approximately 40
3 employees. Accordingly, Applicant intends to operate out of the location (2410 Air Park
4 Road) currently operated by Reliable Services Group. I am currently working out of this
5 location.

6
7 **Q. IS ABA MOVING FAMILIAR WITH THIS COMMISSION'S INSURANCE AND**
8 **SAFETY REQUIREMENTS?**

9 A. Yes. As set out in Paragraph 11, of the Application, ABA Moving has obtained insurance
10 quotes for liability and cargo insurance consistent with the limits established by the
11 Commission. Likewise, ABA Moving executed a Verified Statement and Safety
12 Certification attached as **Exhibit Six** to the Application. ABA Moving understands and
13 will abide by the statutes and regulations applicable to its South Carolina intrastate
14 operations.

15 **Q. IS THERE A CURRENT DEMAND FOR THE STATEWIDE INTRASTATE**
16 **MOVING AUTHORITY ABA MOVING SEEKS?**

17 A. Yes. The intrastate household goods market can support another carrier with statewide
18 authority right now. ABA Moving seeks to "step in the shoes" of an existing carrier in the
19 Charleston market. As described above, ABA Moving will possess the equipment and
20 resources to provide intrastate moves statewide. In addition, we have the ability to add
21 employees and equipment on an as-needed basis, such as purchasing new trucks and/or
22 hiring new employees as the market demands. It is clear the South Carolina market is
23 demanding! The area is growing like crazy with new subdivisions, apartment complexes,

1 storage facilities, etc. Moreover, the Shipper Witness Testimony of Greg Savitski filed
2 previously in this Docket and to be introduced at the hearing in this matter, further
3 demonstrates that there is a current demand for moving services statewide.
4

5 **Q. DOES THAT CONCLUDE YOUR TESTIMONY?**

6 **A. Yes.**